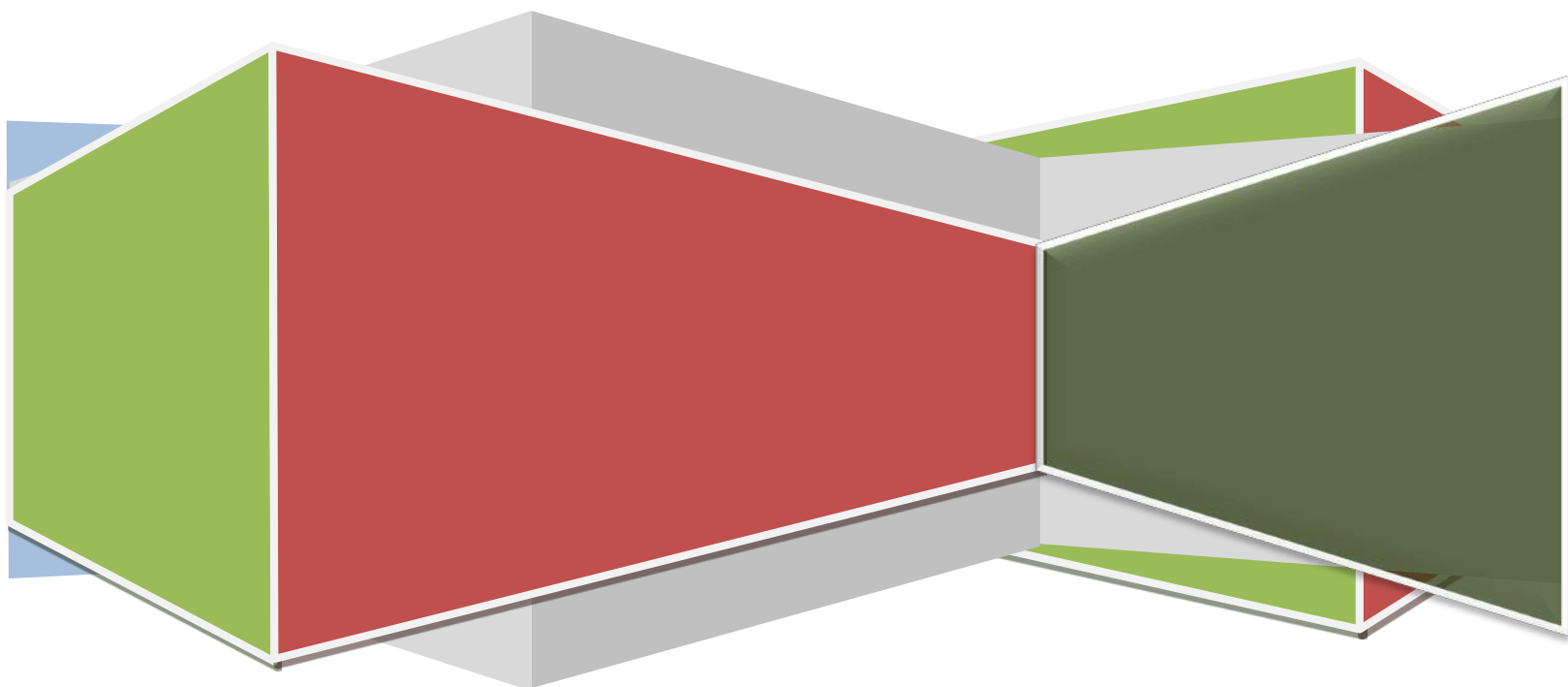


Massachusetts Small Business Development Center (MSBDC) Network



Fiscal 2014

Economic Development Business Plan



MSBDC Network

Mission Statement

The Massachusetts Small Business Development Center Network contributes to the entrepreneurial growth of small businesses throughout Massachusetts by providing high quality, in-depth advising, training, international trade assistance, and capital access.

Business Plan Summary – The following table summarizes objectives, programs, and initiatives planned for FY14 and performance measurements by which to evaluate progress. This plan also includes goals, strategies, and measurements for the **Massachusetts Export Center**.

Goals	Strategy	Performance Measurement
Support Innovation and Entrepreneurship <i>Aligns with Action Item 2.1.3</i>	<ul style="list-style-type: none">• Provide high-quality, in-depth, one-on-one, professional management advisory services and training• Strive for a healthy 50% pre-venture and 50% existing business client mix to track startups, financing and job creation and retention• Assist high impact clients, including technology, manufacturing, and export businesses• Identify, support and collaborate with economic development organizations and programs that affect small business• Track and document impact at the advisor, center and state level• Continue to participate in third party impact studies through the ASBDC and internal MSBDC Network state office evaluations.• Through the Massachusetts Export Center, provide targeted, customized technical assistance and training to clients in the areas of international business development, global trade regulatory compliance, global supply chain management, and global risk mitigation.• Through the Massachusetts Export Center's Compliance Alliance initiative, provide a forum for exporting firms to share best practices and stay current on	<ul style="list-style-type: none">• 1,000 jobs created and retained by clients through business assistance• \$2M in state tax revenues generated by clients through business advising• \$100M in sales revenues generated by clients through business advising• \$38M in capital secured by clients through business advising• Through the Massachusetts Export Center, \$100M in export client sales increases• Mass Export Center Compliance Alliance membership• \$28M in government contracts secured by clients through advising

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	<ul style="list-style-type: none"> export regulatory compliance issues. Participate in MassChallenge as mentors and assist clients with business planning and access to capital 	
Expand our culture of innovation <i>Aligns with Action Subcategory 2.3</i>	<ul style="list-style-type: none"> Maintain and expand working relationships with business and industry groups—i.e. Chambers, Mass Life Sciences sector, and financial institutions. Provide advising services at incubators Maintain advising offices in Gateway Cities (Barnstable, Brockton, Fall River, Fitchburg, Lawrence, Lowell, New Bedford, Pittsfield, Salem, Springfield, Taunton and Worcester) Forming new collaborations when feasible Assist clients to secure SBIR funding 	<ul style="list-style-type: none"> 150 businesses started by clients through advising services Incubators where advising services are provided (i.e. ATMC, Biotech Incubator, Harvard ILab) 600 clients serviced in Gateway cities Collaborations with MOBD, MEP, Mass Life Sciences, the Medical Device sector and WPI SBIR contract awards
Support Growth to Scale <i>Aligns with Action Item 2.4.1</i>	<ul style="list-style-type: none"> Identify and pursue new funding sources consistent with MSBDC Network mission and purpose. Provide advising to technology/high growth companies (expand SBIR initiative) Help young technology/high growth companies to begin exploring global markets through the Massachusetts Export Center. 	<ul style="list-style-type: none"> Financing obtained and jobs created by new technology/high growth companies through advising Assisting new technology/high growth companies to launch New export markets of emerging technology clients